TOWN OF BROOKHAVEN

INDUSTRIAL DEVELOPMENT AGENCY

BOARD MEETING

HELD VIA ZOOM VIDEOCONFERENCE

November 17, 2021
9:22 a.m.

TRANSCRIPT OF PROCEEDINGS

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APPEARANCES:

MEMBERS:
FREDERICK C. BRAUN, III
MARTIN G. CALLAHAN
FELIX J. GRUCCI, JR.
ANN-MARIE SCHEIDT
FRANK C. TROT TA

ALSO PRESENT:
LISA M.G. MULLIGAN, CHIEF EXECUTIVE OFFICER
LORI J. LaPONTE, CHIEF FINANCIAL OFFICER
JAMES M. TULLO, DEPUTY DIRECTOR
JOCELYN LINSE, EXECUTIVE ASSISTANT
TERRI ALKON, ADMINISTRATIVE ASSISTANT
AMY ILLARDO, ADMINISTRATIVE ASSISTANT
ANNETTE EADERESTO, ESQ., AGENCY COUNSEL
WILLIAM F. WEIR, ESQ., NIXON PEABODY
HOWARD R. GROSS, ESQ.,
    WEINBERG GROSS & PERGAMENT, LLP

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25
MR. BRAUN: I'll now open the meeting of the Industrial Development Agency. It is 9:22. This is Wednesday, November 17th. Board members that are here are Mr. Callahan, Mr. Grucci, Ms. Scheidt, Mr. Trotta and Mr. Braun. We do have a quorum.

MS. MULLIGAN: Today's meeting has been convened in accordance with Chapter 417 of the laws of 2021 effective September 2, 2021 through January 15, 2022 permitting local governments to hold public hearings by telephone and videoconference.

MR. BRAUN: That currently expires I believe it's January 15th and that's up to the governor to extend that if she so chooses.

Our minutes of our meeting of September 15th have been mailed to everybody. I need a motion to accept those.

MS. SCHEIDT: Second to Felix.

MR. GRUCCI: Make a motion to accept; thanks, Ann-Marie.

MR. BRAUN: Are there any questions on those minutes, the transcription actually?

(No response.)
MR. BRAUN: On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes and I like the space bar hack.

MS. MULLIGAN: I notice you were using it.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

The motion carries.

Lori, I'll turn it over to you.

MS. LaPONTE: Okay.

Included in your package is the operating statement for the period year to date to October 31, 2021.

Just to recap, I just want to go through the individual columns and explain. The first column is our year to date as of September and then I've added the October actual results to give you the ten-month results combined and this is for the income
statement and then what I've done is in the next column, it's the fourth column, is compared it to pro rata share of our budget for the year. I've showed a variance, which is the difference between the budget and the ten-month number and also all the way at the far right is our annual amended budget because we did have one amendment this year.

To speak to the second column, October Actual, is what I'm going to review with you today.

During the month of October, we had two applications and we also had three closings. We had two mortgage refinanceings, so that's what hit income this year, this, the month of October and then down below are all of our expenses, which are pretty much in line with what we budgeted, nothing out of the realm of what we had expected, so year to date our results are net positive of 1.9 million. Comparison to budget is we expected or we projected a balanced budget, but we actually have a positive budget, so our variance is 1.9.
Is there any questions on anything?

(No response.)

MR. BRAUN: If there's none --

MS. MULLIGAN: Sorry, we were muted, I apologize.

MR. BRAUN: Are there any questions from the board?

MR. TROTTA: No.

MR. BRAUN: Frank, did you have a question?

MR. TROTTA: No, I'm good.

MR. BRAUN: Okay.

Hearing none, a motion to accept the report then.

MR. TROTTA: Frank.

MR. GRUCCI: Go ahead, Frank.

MR. TROTTA: I make a motion.

MR. BRAUN: Is there a second?

MR. GRUCCI: I'll second.

MR. BRAUN: Thank you.

MR. GRUCCI: I'm looking at an email screen, somebody's email on my screen.

MS. MULLIGAN: Oh, you know what, I have to stop sharing. Sorry. I apologize.
MR. BRAUN: On the motion, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion carried.

Lori, as to payments.

MS. LaPONTE: Yes.

This is to confirm that all payments have been made timely to our -- as required, for taxes, for payroll taxes and for any other withholdings as required by law, so we were in compliance with timely payments as of October 31st.

Any questions?

MR. BRAUN: Thank you.

Any other questions for Lori?

(No response.)

MR. BRAUN: Hearing none, Lisa, I'll
turn it back to you.

MS. MULLIGAN: Okay. Sorry, give me two seconds.

(Inaudible comments.)

MS. MULLIGAN: The next item on the agenda we have some resolutions. I apologize about that; not the resolutions.

The next resolution on the agenda is for the Sun River Town Homes project.

To remind everyone, Sun River is a project that we closed recently. It is 125 rental unit houses in Manorville. It actually crosses a few school districts. We received a letter, which is in your packets, increasing the cost of the project to about 40 million and the project requested an increase in their sales tax allowed. The letter basically explains that the costs have gone up because of COVID, which is an ongoing theme with all of our projects.

We did a public hearing yesterday, the cost-benefit analysis is in your packets and there was no comment at the public hearing yesterday.
The attorney for the project is on --
in the waiting room, I guess.

Bill, did you have anything that you
wanted to add?

MR. WEIR: No.

When we closed this, we knew and we
explained to everybody that we were going to
have to come back and amend this, but we
didn't want to postpone the closing because
they wanted to start construction, so this was
contemplated that we would be doing this.

MR. TROTTA: So the additional is how
much?

MS. MULLIGAN: It's --

MR. TROTTA: At eight million is it?

MS. MULLIGAN: I was going to say about
ten. It increased . . . I have the letter
here, hold on a second. It increased from --
oh, no, I don't have the letter; I could find
it, though.

MR. TROTTA: Oh, the increase is in the
3K. Okay. 8.159. Eight million one hundred
fifty-nine.

MS. MULLIGAN: Joce, will you let
Annette -- okay, thank you.

That drove an increase in the sales tax, so we had to do a public hearing before you could consider that and like I said, there was no comment.

Peter, if you have anything you want to add, will you just raise your hand or write word chat?

Peter would like to add something;

Joce, will you let him in?

MR. TROTTA: Open the door and let him in.

MR. BRAUN: Good morning, Peter.

MR. TROTTA: Good morning, Peter.

MR. CURRY: That wasn't so difficult.

Yes, I wanted to also add that there is an increase in the mortgage that will be required to fund the construction and then the operation of the project, so the request is both for the sales tax increase and the mortgage tax increase and I think we've laid out in one of the paragraphs that the mortgage is increasing to $24,350,000, so we're looking for both of those abatements to increase and
as I think I mentioned in the letter, you know, of course, increases in construction costs result in increased benefit to the Town of Brookhaven; labor will be paid more, materials will cost more, more money will get spent in the Town during the construction of the project, so whatever information we had in our original economic reports is supported even more by the increased construction costs.

MR. TROTTO: Peter, that increase is about eight million one fifty-nine; is that still accurate?

MR. CURRY: Well, the overall increase is more than that because the soft costs went up, so that category is the hard costs that would result in sales tax abatements. So the overall cost is even -- increases even more than that, but those are soft costs, like increased cost for the mortgage, financing cost, things like that.

MR. WEIR: So according to Peter's letter, the increase in the mortgage recording tax abatement will be 182,625 and the increase in the sales tax abatement will be an
additional 1,579,825.

MR. TROTTA: Good.

MR. CURRY: I'm sorry, that's not accurate.

What those -- Bill, so in the lease and project agreement, we had a maximum sales tax savings of 1,076,001, which is now going up to 1,579,825. It's actually a lesser increase than that.

MR. GRUCCI: Peter, are you asking to extend the time on the benefits or you just want to add -- you just want to increase the benefits?

MR. CURRY: No, I'm not asking to extend the time at this time, they're actively starting the project. They were starting the project with equity, so the mortgage financing had not been finalized yet. They already owned the property and their equity requirements would require that they put up their money first, so they're putting up their money first.

MR. GRUCCI: Thank you.

MR. BRAUN: The only question I have is
with regard to the mortgage recording tax.

Does the resolution cover the increase?

MR. WEIR: Yes. I dropped Peter's letter, I'm trying to pick it up. Yes.

MR. BRAUN: So the resolution is correct?

MR. CURRY: More like a hot potato than a letter.

MS. MULLIGAN: Even if the resolution isn't correct, you guys can vote whenever you want, we can just amend it --

MR. WEIR: We can fix the paperwork.

MS. MULLIGAN: Yeah.

MR. WEIR: So just to reiterate, what Peter's requesting is that the sale tax exemption, the mortgage tax exemption on the amount of a mortgage of 24,350,000 will be 182,625 and the sales tax exemption on construction costs of 18,316,810 will be 1,579,825.

Is that correct, Peter; I'm reading from --

MR. CURRY: I don't have -- I'm scrambling to do my math now.
MR. WEIR: -- the second to last paragraph of your letter on the first page?

MR. CURRY: That's correct. That's correct.

So the aggregate amount of the abatement, of the mortgage tax abatement, will be 182,625. The aggregate amount will be -- of the sales tax will be 1,579,825. That's correct.

MS. MULLIGAN: Bill?

MR. WEIR: Yes.

MS. MULLIGAN: I'm a little bit concerned about the public hearing notice.

MR. WEIR: Okay.

MS. MULLIGAN: I don't see and I'm just looking very quickly right now, but I don't see mention of the mortgage recording tax in it.

MR. WEIR: Well, we approved the original mortgage recording tax.

MS. MULLIGAN: Okay.

MR. WEIR: And I believe if you look at the original one, we probably authorized, I don't know what the amount was, can you check
that?

MS. MULLIGAN: The original public hearing notice?

MR. WEIR: Yeah and the original cost-benefit analysis, how much was your mortgage recording tax exemption then?

MR. CALLAHAN: Put your glasses on.

MS. MULLIGAN: That way I can see. Even with them on I can't see. I can see, I just can't process.

MR. TROTTA: You want to try mine?

MS. MULLIGAN: No, then I'll have a headaches. Thank you, though.

MR. TROTTA: I try to be helpful.

MS. MULLIGAN: Let's see.

That's the updated CBA, let me just find the original one. Sorry everybody, bear with me.

The original cost-benefit analysis considered a mortgage recording tax of $152,000.

MR. WEIR: So you're increasing that by 30,000, so that would . . . that additional benefit is fine.
MS. MULLIGAN: Okay. Excellent. Excellent. I just wanted to make sure that everything was covered.

MR. BRAUN: If there are no further questions, need a motion to approve the resolution.

MR. TROTTA: A motion to move this.

MR. BRAUN: Thank you, Frank. Is there a second?

MR. GRUCCI: Second.

MR. BRAUN: Motion on the floor. If there are no further questions, on the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes. The motion is carried.

Thank you, Peter.

MR. CURRY: As always, I thank this
board for its consideration. Have a great day everyone.

(Inaudible comments.)

MS. MULLIGAN: Thank you.

The next item on the agenda is the Long Island Avenue Holding project.

To remind everybody, this was a project that we actually closed before COVID way back when. This was a 15 -- there was a proposal for a 15,000 square foot multi-tenant industrial space. Again, because of COVID and various factors, their construction was delayed.

We received a letter, it's also in your packets, requesting an extension of their completion date, an extension of their sales tax expiration and a shifting of when the PILOT is going to start. It will still be the same dollars, the same total amount of time, we just are pushing the start date and the end date, just shifting the whole thing.

The letter and the cost-benefit analysis are in your packets and we had a public hearing on this yesterday, also --
there was a lot of public hearings
yesterday -- and there was no comment at this
public hearing.

Howard, did you have anything you
wanted to add to that?

MR. GROSS: No, everything was being
pushed out, so when they promised us the FTE's
and things like that, everything was being
pushed because of COVID, they didn't want to
start the project, they were afraid to and so
that's why they've pushed all the dates out by
three years and I anticipate -- actually Lisa
anticipates they will be coming back to us in
the near future because they'll wake up and
realize they need to borrow (inaudible) sales
tax exemption because all the costs went up,
but we'll cross that bridge when we come to
it.

MS. MULLIGAN: And I don't know if you
heard what Fred just said, but for each of the
maximum 15 subtenants, it might end up that
somebody wants more space and there will be
fewer than 15, but (inaudible) applications
for each of those entities.
MR. BRAUN: Is there a motion, please?
MR. TROTTA: Marty.
MR. CALLAHAN: Oh. So moved.
MR. BRAUN: Second?
MS. MULLIGAN: Was it Marty's turn?
MR. GRUCCI: I'll second it.
MR. BRAUN: Thank you, Felix.
MR. CALLAHAN: Thank you, Felix.
MR. BRAUN: Are there any further questions?
(No response.)
MR. BRAUN: On the motion, Mr. Callahan?
MR. CALLAHAN: Yes.
MR. BRAUN: Mr. Grucci?
MR. GRUCCI: Yes.
MR. BRAUN: Ms. Scheidt?
MS. SCHEIDT: Yes.
MR. BRAUN: Mr. Trotta?
MR. TROTTA: Yes.
MR. BRAUN: Mr. Braun votes yes.
Motion carried.
Thank you.
MS. MULLIGAN: The next item on the
agenda is BRP Farmingville, LLC also Brookhaven Ventures.

This, to remind everybody, is a project that we looked at a long time ago, it's been in the works for a long time and they came back to us, we have yet to close this, it's 292 units of rentals at 510 Horseblock Road in Farmingville. They came back to us with a letter, which is included in your packets, explaining that costs went up, so you see a theme with this. Also in your packets is the cost-benefit analysis and the PILOT.

So as a result of the increase in costs, the mortgage recording tax exemption and the sales tax have gone up, so again, we did a public hearing yesterday, there were no comments and as Bill mentioned earlier, there are a number of projects that are hoping to close this year, this is one of them.

MR. CALLAHAN: I got a question.

MS. MULLIGAN: Sure, Marty.

MR. CALLAHAN: Is that Mike Kelly's project?

MR. BRAUN: Yes.
MR. WEIR: This was -- so this is the company that's basically took over the project from Mike Kelly.

MS. MULLIGAN: Right.

MR. CALLAHAN: So just put on record whether I should recuse myself or not. My son, Brendan, works for Mike Kelly. It's not the same company, it is the same company or . .

MR. WEIR: No. These are the people who bought the project from Mike Kelly.

MR. CALLAHAN: Just letting you know.

MS. MULLIGAN: Thank you, Marty.

MR. CALLAHAN: Yup.

MR. BRAUN: But if Mike Kelly is going to be a subcontractor to construct this, Bill and I don't know that for sure --

MR. WEIR: I don't know.

MR. CALLAHAN: I believe he is going to be a subcontractor on the project, that's why he hired my son.

MS. MULLIGAN: So should Marty, just for, you know --

MR. CALLAHAN: I don't mind.
MS. MULLIGAN: -- belts and suspenders, should he recuse or is it okay; Annette, what do you think?

MR. WEIR: If you have enough votes, it doesn't hurt to have Marty recuse himself.

MR. BRAUN: I agree.

MS. MULLIGAN: So does that mean does Marty need to get up and leave the room?

MR. WEIR: Yeah.

Marty, why don't you go get a cup of coffee?

MR. CALLAHAN: Thanks, Bill.

MR. BRAUN: All right.

May I have a motion or do we already have one?

MS. EADERESTO: Err on the side of caution. Recuse.

MS. MULLIGAN: That's what we're doing, Annette.

MR. BRAUN: Is there a second?

MS. MULLIGAN: Oh, wait, Lou Fiore is on.

Lou, do you have anything that you wanted to add to this; if you do, just raise
your hand?

Oh, Lou has something he wants -- I should just bring people in. Sorry.

MR. TROTTA: Instead of keeping him in the green room.

MS. MULLIGAN: You liked that, didn't you? We're in the green room.

MR. FIORE: I just wanted to give you an update on closing. We're hot and heavy with the construction lender now and we're looking to close this probably the second week in December.

MS. MULLIGAN: Bill, did you hear that?

MR. WEIR: Yup. We'll be all geared up and ready for it.

MR. FIORE: Great.

MS. MULLIGAN: Okay.

MR. BRAUN: I think there was a motion on the floor. Was there a second?

MR. TROTTA: Yup.

MR. BRAUN: Thank you.

On the vote, Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Ms. Scheidt?
MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

Motion is carried. Mr. Callahan abstained.

MS. MULLIGAN: Recused.

MR. BRAUN: Recused. Excuse me. Thank you.

Motion carried.

MR. FIORE: Thank you guys.

MR. BRAUN: Lisa, back to you.

MS. MULLIGAN: Okay.

The next item on the agenda is Interstate Mechanical Services.

We received -- we received two letters, Interstate Mechanical Services and Williams Realty Holdings. This is the project that we did recently at 355 Sills Road in Medford.

So originally their completion date was set to be 12/31 of '21. They requested -- and it's -- we should probably do these separate, but it's exactly the same information, so I'm going to say it once and then we can vote two
times.

They requested that the completion date get moved to 6/30 of '22 and they also asked that their sales tax, instead of expiring the end of this year, gets pushed to 6/30 of '22 and they've asked for $30,000 more of purchase power for each entity, so a total of 60, but it's two separate entities.

Does anyone have any questions?

(No response.)

MR. BRAUN: Do we need a resolution?

MS. MULLIGAN: We need two resolutions.

MR. BRAUN: We'll do it separately.

MS. MULLIGAN: Yeah.

MR. BRAUN: Resolution first for Interstate Mechanical Services.

MR. GRUCCI: So moved.

MS. SCHEIDT: Second to Felix.

MR. BRAUN: Thank you.

Any further questions?

(No response.)

MR. BRAUN: Hearing none --

MS. MULLIGAN: Bill, did you have anything you wanted to add?
MR. WEIR: No.

MS. MULLIGAN: Okay.

MR. BRAUN: On the vote we'll go in reverse order just to spice it up.

Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Grucci?

Is Mr. Callahan back?

MS. MULLIGAN: Yes.

MR. GRUCCI: Yes.

MS. MULLIGAN: Marty?

MR. BRAUN: Marty, on the vote; you're muted, I think?

MR. CALLAHAN: Yes. Yes.

MR. BRAUN: Thank you.

Mr. Braun votes yes.

The motion carries.

Similarly on Williams Realty Holdings, LLC, a motion.

MR. TROTTA: I think Marty made that one.

MR. BRAUN: Okay.
Mr. Trotta, you seconding it?

MR. TROTTA: I second that one.

MR. BRAUN: Thank you.

On the vote, Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.

MR. BRAUN: Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Braun votes yes.

The motion is carried. Thank you.

MS. MULLIGAN: So the next item --

thank you everybody.

The next item on the agenda is an update from our Governance Committee.

So I think everybody was there, everybody who's here was there, I think.

UTEP, I'm going to continue to work on it. If anybody has anything that they'd like to add or bring forward or talk through or send an email, I would love the insights.

As far as tuition reimbursement, I
reached out to the HR people and they gave me some stuff back, not exactly what I needed, so I've been back and forth with them trying to get something that I think gives us what we need and they are putting together the HR handbook right now, so it makes sense to have them make sure the language is right because if it's voted on, it will end up going in there.

Prevailing wage, we had a I'll say robust conversation recently about it, but there's --

MR. BRAUN: Nothing.

MS. MULLIGAN: Robust about not much to say.

And then also the renewable energy PILOT's, I'm going to continue to work on those. Again, if anybody has -- I mean there's a lot of information as far as NYSERDA is concerned, so I think we have a pretty good --

MR. GRUCCI: Screen froze.

MS. MULLIGAN: Whose screen froze?

MR. GRUCCI: Felix's screen froze.
MS. MULLIGAN: Do you need us to do something?

MR. CALLAHAN: I think he's good.

MR. GRUCCI: It's back again, I see you moving.

MS. MULLIGAN: Okay.

Can you hear me?

MR. GRUCCI: Absolutely.

MS. MULLIGAN: Okay. That's probably more important than seeing me doing crazy moves. I know I do a lot.

So renewable energy, if we -- if anybody has any insights into those, I think we do have a good path with everything that NYSERDA has put together, but again, that's an ongoing conversation, hopefully something that we will have flushed out and back to you guys to make sure we're all on the same page in the not so distant future. I feel like a lot of this is going to end up being next year, but it's getting pretty close. Sorry.

Any questions?

(No response.)

MS. MULLIGAN: Okay.
The next item on the agenda is prevailing wage, but we just went over that and then AVR Hotel & Loft.

So I think in May we did -- we extended the AVR Hotel & Loft project. That's the project that's in The Meadows at Yaphank facility. This is the hotels and -- I'm sorry, the apartments and hotel and they put in a letter asking us to extend their completion date and their sales tax completion and what I said in the meeting and you voted on was not what was in the letter, although all the documents that Bill's office put together was, in fact, what was in the letter and what we should have done, so I just want to make sure that everybody's on the same page and that our minutes, we can find a path with our minutes that makes sense where if someone were to question it, we can say yes, that was an error in that one, but we corrected it in this one, so --

MR. TROTTA: This is the hotel that -- the Hilton that we had the opening at?

MR. BRAUN: Yes.
MS. MULLIGAN:  Yes.

MR. TROTTA:  Okay.

MS. MULLIGAN:  Yeah.

So they requested . . . I misstated that they requested an extension to September 30th of '21. What they actually asked for was an extension to December 31st of '21. Everything that we signed with them is accurate, but our minutes were -- there was a misstatement in the minutes, so it's just a clerical correction is what I'm asking for, but also, just to make sure that everybody is good with what we did.

MR. TROTTA:  Do you need a resolution on that?

MR. BRAUN:  Bill, I don't think so, but --

MR. TROTTA:  Okay.

MR. WEIR:  No, just clarification.

MS. MULLIGAN:  Yeah.

MR. BRAUN:  Thanks, Frank.

MS. MULLIGAN:  Okay.

The next item on the agenda is our --

MR. BRAUN:  Most important.
MS. MULLIGAN: -- December meeting.

Frank, where are you going, most important?

Our December meeting, which is --

MR. TROTTA: I wanted to grab something.

MS. MULLIGAN: I'm just teasing you. -- December 8th.

So I think what's going to make the most sense and I just wanted to get everybody's feedback on this is that we have a virtual meeting, let's say from three to 4:30, is that good on December 8th and then we sign off and then we go straight to the restaurant.

MR. CALLAHAN: Good.

MR. BRAUN: Which will be Old Fields in Port Jefferson.

MS. MULLIGAN: Yes.

MR. BRAUN: And if the agenda, I mean I think we should target it for 3:00. If it looks like we have an extended agenda, we'll move the meeting up.

MS. MULLIGAN: Right, we'll have it start at two if it looks like it's -- I can
tell you we already do have some business on it, we have three resolutions.

Oh, which reminds me of one more --

okay, sorry, I have two more things I want to tell you guys.

MR. TROTTA: What time is Old Fields, are we anticipating?

MS. MULLIGAN: Joce, did we have it start at five or 5:30?

(No response.)

MS. MULLIGAN: You can just use your space bar --

MS. LINSE: I tried, and it wouldn't work for me.

MR. TROTTA: Mine wouldn't work, either.

MS. LINSE: It's currently set for 5:30, but they can easily move it up to 5:00 I'm sure.

MS. MULLIGAN: We can always start the meeting at 3:30 if that makes more sense.

MR. BRAUN: We'll target it for three and adjust as the agenda dictates.

MR. GRUCCI: I have a conflict for the
dinner portion. I can make the meeting portion, but I won't be able to make the dinner portion.

MS. MULLIGAN: Sorry, Felix.

MR. GRUCCI: No problem. Just somebody have a steak for me.

MR. BRAUN: I was just trying to figure out how we could --

MR. CALLAHAN: Steak or a drink?

(Inaudible comments.)

MS. SCHEIDT: Somebody will take the steak, I'll take the drink.

MR. TROTTA: So what time does the meeting actually start?

MR. BRAUN: As of now, 3:00.

MS. MULLIGAN: But, Frank, we might have to move it either forward or backwards depending on what the agenda looks like.

MR. TROTTA: Yeah. No big deal. Okay. So we're going to get a new invite, right?

MR. BRAUN: Yes.

MS. MULLIGAN: Yes.

MR. TROTTA: Okay. Yup.
MS. MULLIGAN: Yeah.
Do you want us to hold it on your
calendars at three right now and then we can
adjust it as it gets closer?
MR. TROTTA: That would be great.
MS. SCHEIDT: Sounds good.
MS. MULLIGAN: Terri, can you do that?
I think she just said it's done.
MR. TROTTA: Oh, there it is.
MS. MULLIGAN: Oh, there it is.
MR. TROTTA: Oh, I tell you. I have
accepted.
MS. MULLIGAN: Okay. So that's the
plan for the 8th.
Also, keeping -- well, hold on.
One more thing I wanted to tell you, I
forgot, that we did that New York State EDC
conference yesterday. One of the other things
that came out of it is there's a new
cost-benefit analysis tool.
The one that we've been using, which by
law we have to do a cost-benefit analysis, is
going away January 1st, so -- or December 31st
and this new tool, that seems to be the only
one on the market, is I think does what we
need it to do, we have to make a couple of
changes to our application or get a few pieces
of information from our projects, but nothing
crazy and it's a thousand dollars and then we
own it, so I think it's a good option, it's
certainly affordable and I think it's going to
do what we need to do in order to check that
requirement, so --

MS. SCHEIDT: It looked very cool and
it looked -- there were lots of -- there were
lots of screens, but it looked very user
friendly --

MS. LaPONTE: I thought so, yes.

MS. MULLIGAN: Yes.

MS. SCHEIDT: -- to figure out what
goes where.

MS. MULLIGAN: Yeah. And the one that
we're using right now was sort of set up
for -- not sort of. It was set up for upstate
New York and we -- Long Island was a little
bit of an afterthought, so we've had all of
these work-arounds and so I have to like
contort myself.
At one point I thought well, I'm going
to teach some other people in the office how
to do this so that we have some back-up, but
it was like to tell them all the ridiculous
contortions to make it work just -- it's
effective and it's good, but we had to do a
lot of things to get there, so this one is
much simpler, much cleaner. We put the
information in, there's not a whole bunch of
back-end calculations going on, so there's
fewer things that can go wrong. You know, you
can take a piece of paper and do all the math
on the side and then just drop the number in,
so . . .

MS. SCHEIDT: It looks like it works
right out of the box.

MS. MULLIGAN: Yeah, yeah.

So that's -- it's a thousand dollars, I
think we're just going to go ahead and get it
because we need it and there's really nothing
else on the market and I have been talking to
a lot of people about putting one together and
MRG, I think, MRD.

MS. LaPONTE: MRD.
MS. MULLIGAN: MRD. They were the only ones who sort of rose to the occasion and put something together, so . . .

And the last thing that I wanted to bring up is don't forget Monday, 10:30 a.m. at Top Golf, we're getting on the bus, rain or shine --

MR. TROTTA: No rain.

MS. MULLIGAN: -- with the exception if there's a tornado, but other than that, we getting on the bus and we're doing the tour, so I just wanted to remind everybody this Monday, the 22nd, you know, this Monday coming up, 10:30 a.m. --

MR. TROTTA: What time?

MS. MULLIGAN: -- at Top Golf.

MR. TROTTA: What time?

MS. MULLIGAN: 10:30 a.m.

Amy's going to send out a reminder.

Does anybody have any questions about that?

MR. CALLAHAN: No.

MR. TROTTA: What time do we anticipate finishing?
MS. MULLIGAN: 4:00. Well, back to Top Golf by 4:00 at the latest and then we reserved Top Golf for two hours.

MR. TROTTA: Nice. Okay, sounds good.

MS. SCHEIDT: Even if my doc didn't want me to see you lovely people, that's the day my class meets on Zoom.

MR. TROTTA: Oh.

MS. MULLIGAN: Okay.

Ann-Marie, do you think you're going to join us on the 8th?

MS. SCHEIDT: I'm not sure. I will talk to her about that.

MS. MULLIGAN: Okay. Okay. No pressure, just when everybody knows --

MS. SCHEIDT: I appreciate that. That, I may be recuperating from the booster shot.

MS. MULLIGAN: Okay.

Well, if everybody would just let us know if you're planning on attending on the 8th, that way we can make sure we have a good head count.

Does anybody have anything else?

Amy, did anybody from Todd's office
join?

(No response.)

MS. MULLIGAN: You're muted.

MS. LINSE: There's no one there.

MS. MULLIGAN: Okay.

MS. ILLARDO: No?

Sorry, Lisa, I sent him an invite right before we left yesterday. My apologies.

MS. MULLIGAN: It's not your fault. He knows our meeting schedule.

Okay. Does anybody have anything else?

MR. BRAUN: This may be a record.

MS. LaPONTE: Happy Thanksgiving.

(Inaudible comments.)

MS. MULLIGAN: We need a motion.

MR. BRAUN: To adjourn.

MR. CALLAHAN: So moved.

MR. TROTTA: Motion.

MR. BRAUN: Thank you.

MS. SCHEIDT: Second.

MR. BRAUN: On the vote, Mr. Callahan?

MR. CALLAHAN: Yes.

MR. BRAUN: Mr. Grucci?

MR. GRUCCI: Yes.
MR. BRAUN: Ms. Scheidt?

MS. SCHEIDT: Yes.

MR. BRAUN: Mr. Trotta?

MR. TROTTA: Yes.

MR. BRAUN: Mr. Braun votes yes.

We are adjourned.

Happy Thanksgiving to everyone.

(Time noted: 9:57 a.m.)

I, JOANN O'LOUGHLIN, a Notary Public for and within the State of New York, do hereby certify that the above is a correct transcription of my stenographic notes.

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JOANN O'LOUGHLIN